



# More in Store

2013 Annual Meeting of Shareholders

# Caution Concerning Forward Looking Statements

Certain information presented today may constitute forward-looking statements. Such statements reflect the Company's current expectations, estimates, projections, and assumptions. These forward-looking statements are not guarantees of future performance and are subject to certain risks which could cause actual performance and financial results in the future to vary materially from those contemplated in the forward-looking statements. For additional information on these risks, please see the Company's Annual Information Form under the heading, "Risk Factors".



Northern



North MART



GIANT TIGER 







COST U LESS  
Your Best Value



# More in Store

2013 Annual Meeting of Shareholders

# Giant Tiger Coupon

**FREE**  
**Pork Back Ribs**



Redeem this coupon for a free box of Best Value Pork Back Ribs, 595 g. No purchase required.

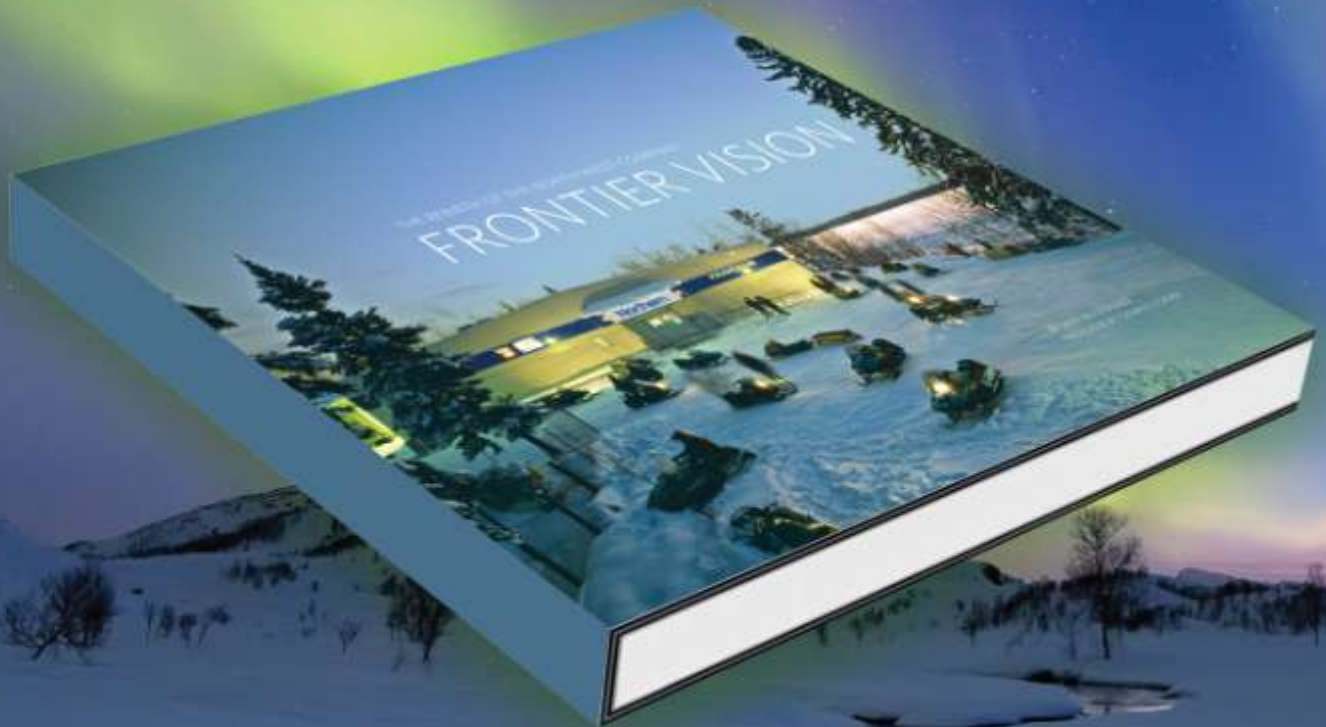


Coupon redeemable at Winnipeg Giant Tiger locations only. One coupon per person. Facsimile coupons will not be accepted. Expires June 28, 2013



## Introducing: *Frontier Vision*

# *The Rebirth of The North West Company Frontier Vision*







# More in Store

Chairman Remarks



**Frank J. Coleman**



**Robert J. Kennedy**





**Wendy F. Evans**



**Gary J. Lukassen**



**Gary Merasty**



**Eric L. Stefanson**



**Annette M. Verschuren**



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# Ordinary Resolutions

## 1. Receive Audited Financial Statements



# Ordinary Resolutions

## 2. Appointment of Directors



# Ordinary Resolutions

## 3. Appointment of Auditors



## Ordinary Resolutions

### 4. Advisory Resolution on Executive Compensation



# More in Store

Chief Financial Officer Remarks



## 2012 Financial Highlights

### Consolidated Sales

↑ **1.2%**

*to \$1.514 billion*





## 2012 Financial Highlights

### Trading Profit

**↑ 6.7%**

***to \$134.3 million***



## 2012 Financial Highlights

### Net Earnings

**↑ 12.4%**

***to \$65.1 million***



## 2012 Financial Highlights

### Cash Flow from Operating Activities

**↑ 11.7%**

***to \$129.0 million***



## 2012 Financial Highlights

### Quarterly Dividends

↑ **8.3%**

*to \$0.26 per share*



## 2012 Financial Highlights

### Shareholder Returns

**↑ 25.1%**

*year-ended January 31, 2013*



## 2012 Financial Highlights

### Long-Term Value

↑ **\$64,360**

*\$10,000 invested January 31, 2003*





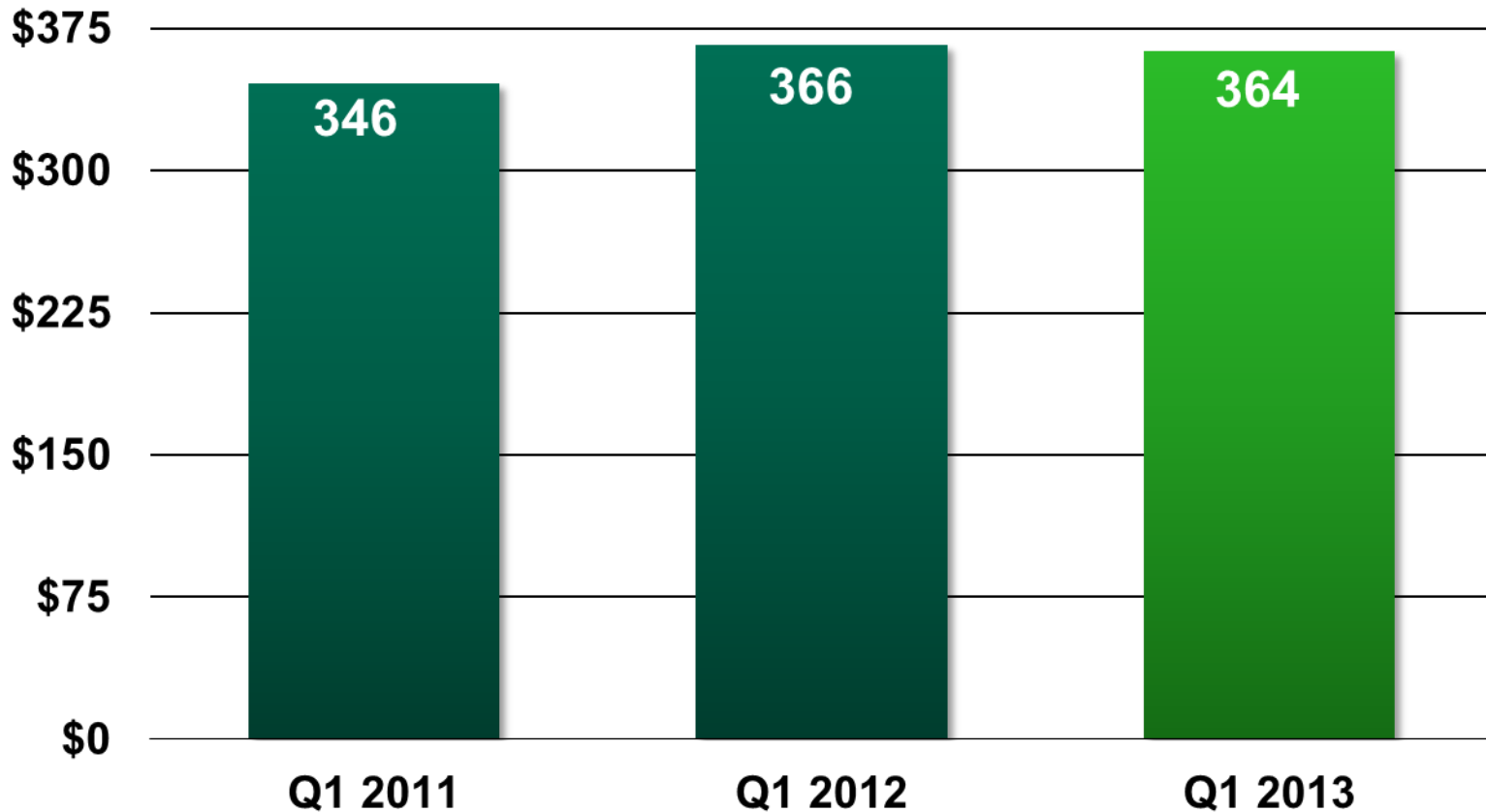
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# 2013 First Quarter Performance

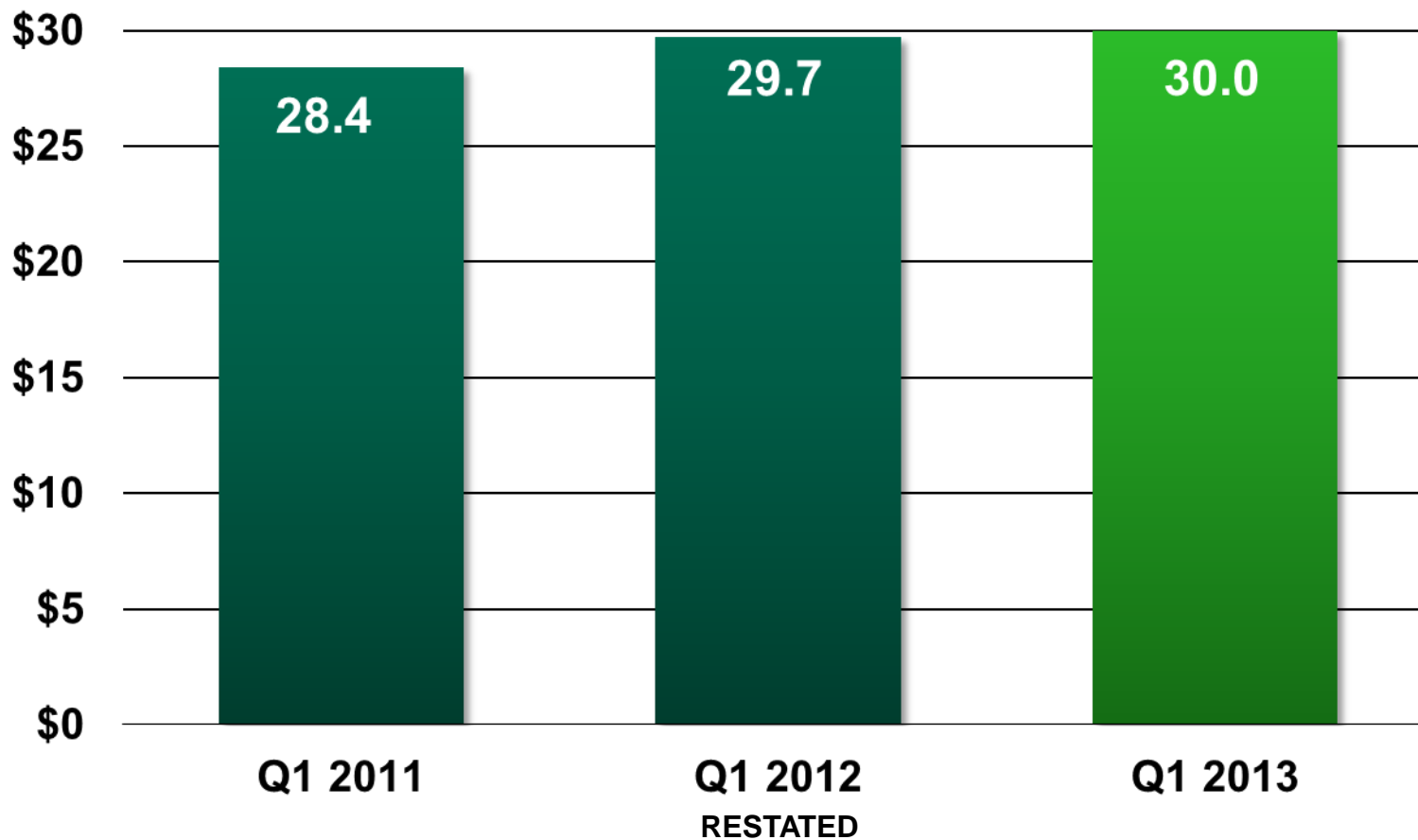
## Consolidated Sales (\$ in millions)





## 2013 First Quarter Performance

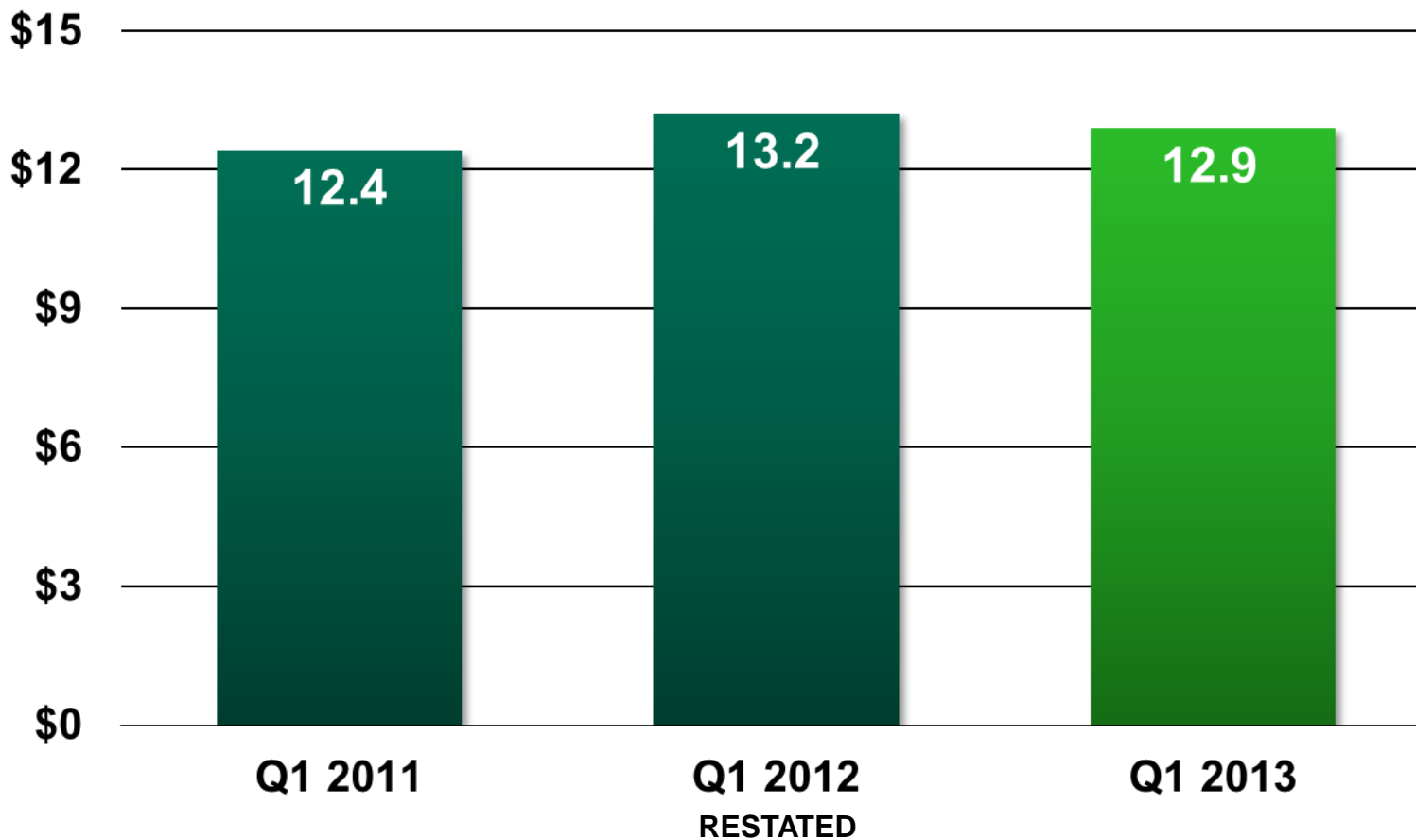
### Trading Profit (\$ in millions)





## 2013 First Quarter Performance

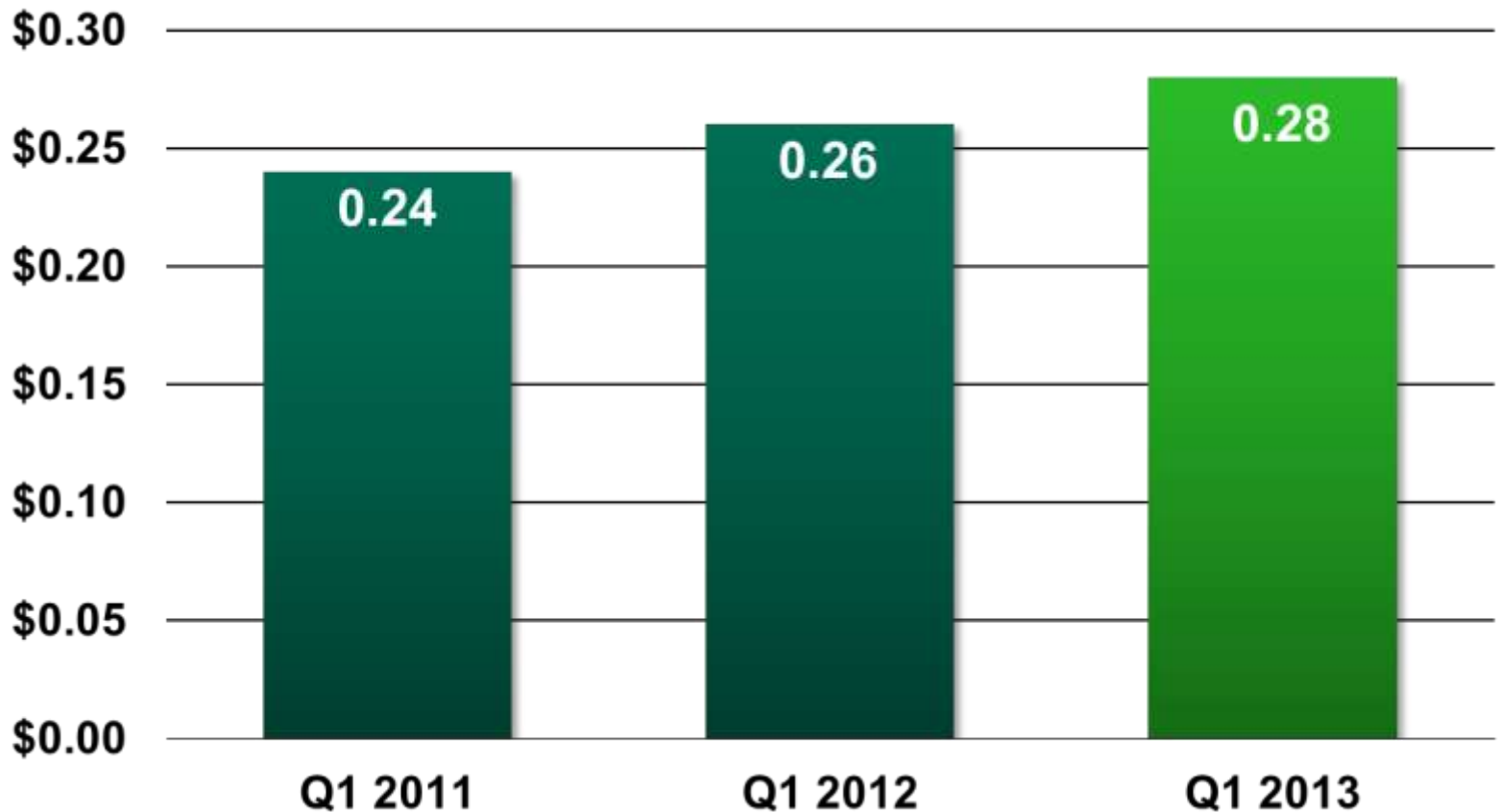
### Net Earnings (\$ in millions)





## 2013 First Quarter Performance

### Quarterly Dividends (\$ per share)





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# More in Store

President & CEO Remarks



## More in Store – Accomplishments

### A Look Back at our Year

**Higher  
Performance**

**Lower  
Prices**

**New Stores  
& Products**

**More Community  
Engagement**



## More in Store – Accomplishments

**Higher Fresh**

**↑ 26%**

*Fresh food profitability gain in 2012*



## More in Store – Accomplishments

### Higher In-Stock

**\$9.0 million**

*Rising in-stock rates helped boost sales by \$9.0 million over 2011*



## More in Store – Accomplishments

### Superior Connections

**\$1.7** million

*Logistics investments continue to deliver cost savings and top line opportunity*



## More in Store – Accomplishments

### More Stability

**6,800**

*E-learning was used to teach more than 6,800 practice modules to our stores in 2012*



## More in Store – Accomplishments

**Fixed & Improving**

**↑ 350** basis points

*Giant Tiger apparel margin  
improvement of 350 basis points net  
of closed stores*



## More in Store – Accomplishments

### New Customer Insights

**45,000 +**

*Reward customers signed up in  
three months since Barbados opening*



## More in Store – Accomplishments

### Lower Prices

**↓ 30%**

*Fresh fruit & vegetable  
prices have dropped by 30% in  
Northern Quebec since 2010*



## More in Store – Accomplishments

### More Lower Prices

↓ 15%

*Direct air routes to Baffin Island saved customers 15% on 175 key food items starting last September*



## More in Store – Accomplishments

### New Store Designs

↑ 9.8%

*Sales in our Edmonton Giant Tiger  
"New Experience" store are up 9.8%*



## More in Store – Accomplishments

### Refreshes & Upgrades

↑ **17.1%**

*Customer traffic at our Thompson House AC Value Center is up 17.1% since upgrade was completed*



## More in Store – Accomplishments

### New Financial Products



*30,000 debit card customers were successfully converted to our new VISA and soon-to-be We™ branded financial card*



## More in Store – Accomplishments

### New Food Services

↑ 49%

*Growth in our Tim Hortons sales after the opening of new outlets within our Oxford House and Buffalo Narrows stores*





## More in Store – Accomplishments

### Innovative Pharmacy Services

**+ 6**

*6 new rural telepharmacy hospital contracts for a total of 24 served by 43 telepharmacists*



## More in Store – Accomplishments

### Community Engagement

45

*Reports to the community presented over the past six months.*





## Beyond More in Store...

*The road ahead for North West starts with what we stand for and our unique advantages.*



**Beyond More in Store...**

## **At the Heart of North West**

***Community relationships,  
local presence and how we use it,  
getting it there, and the way we work  
are at the heart of North West's  
performance and potential.***



**Beyond More in Store...**

## **We are a Solutions Provider**

*More than being a retailer,  
we provide solutions to help  
the lives of people in hard-to-reach  
communities.*



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